

DIVISION OF SIMPLIFIED PRACTICE  
DEPARTMENT OF COMMERCE  
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MANAGEMENT WEEK

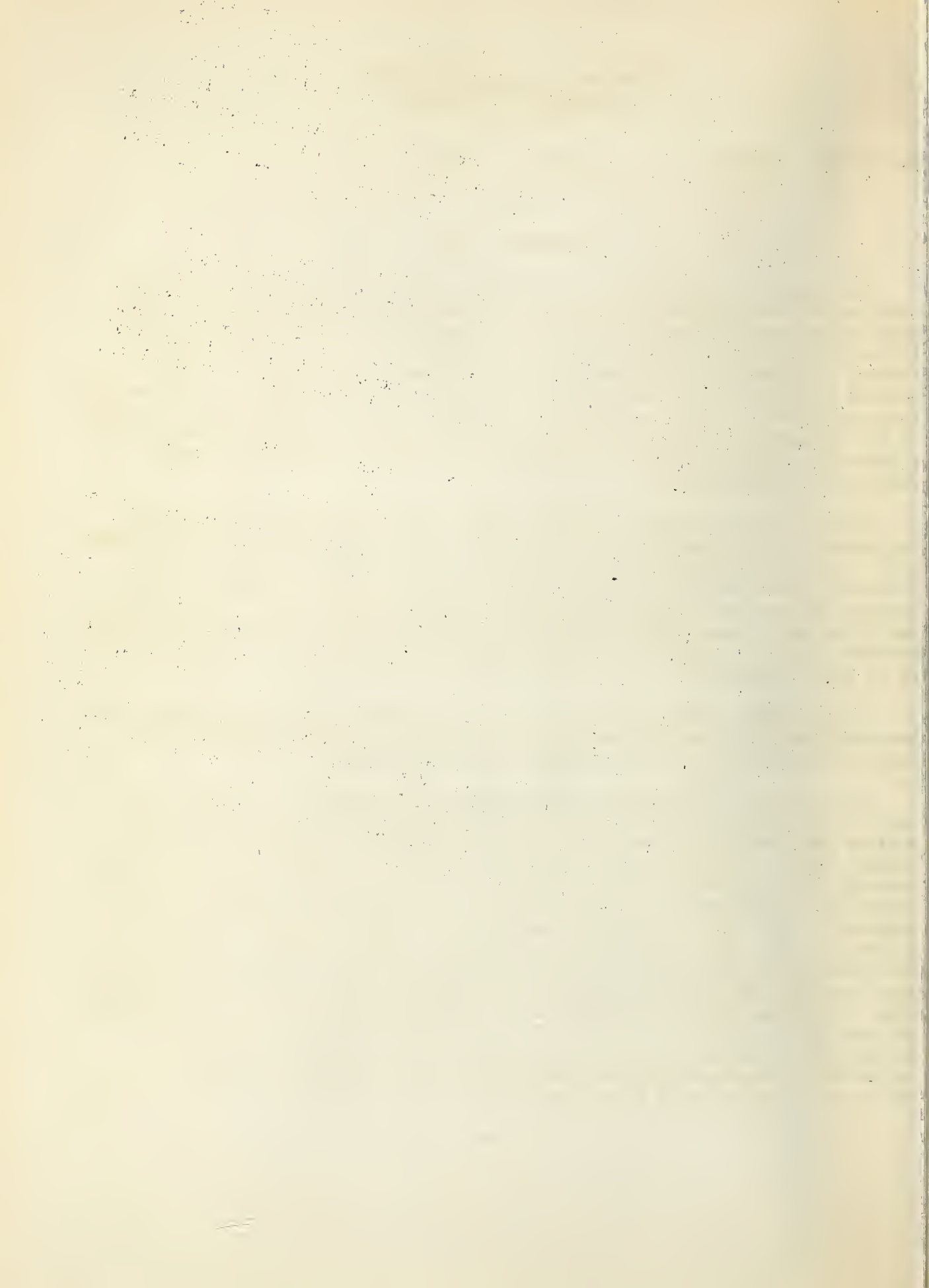
Next week, in a hundred or more cities of the United States there will be observances of Management Week, a movement which was begun in 1922 by a small group of organizations whose influence has spread in an ever-widening circle. The subject of this nation-wide observance will be "Wastes in Distribution". In many cases the groups cooperating in the movement will divide the topic for special consideration by sectional meetings into such sub-topics as; unnecessarily large varieties of stock, wasteful development, lack of scientific sales methods or use of unsuitable methods, sales policies as to meeting wasteful competition, eliminating wastes from fields served by the middleman, training and other features of salesmanship.

The meetings are being sponsored by the American Society of Mechanical Engineers, American Management Association, National Association of Cost Accountants, Society of Industrial Engineers and the Taylor Society, and the joint permanent committee has as its honorary chairman Secretary of Commerce Hoover. Chambers of Commerce, Rotary and Kiwanis Clubs, executive clubs, trade groups and other bodies have joined the Management Week movement in many cities, while in other cases the program will bring together the business and industrial men of an entire district.

The purpose of Management Week is to bring about a better understanding of the problems of business management, and to develop a closer cooperation in meeting these problems for the improvement of the entire community.

The sponsors of Management Week have given gratifying recognition to the work of the Department of Commerce along just such lines as those which the various programs will be centered around. The Division of Simplified Practice, because of its cooperation with industry in eliminating excessive and wasteful variety, has been asked to supply speakers in various cities and to assist local committees elsewhere in securing men who have been leaders in waste elimination programs. The Bureau of Foreign and Domestic Commerce through its district offices has also been invited to have a part in several programs. Various publications of the Department of Commerce which are aimed at "Wastes in Distribution" are also being used extensively in studies preparatory to these meetings. That the various local committees should have drawn so heavily on the Department of Commerce for speakers and material is the best evidence of the value of the policy "Government Cooperation with Business"; and is sincere proof of the belief of the American Business man that the Department has the prosperity of the nation close at heart in all its work.

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The American Home Economics Association, through a recent meeting of its executive committee, has placed itself on record in favor of a closer cooperation with the Division of Simplified Practice in efforts to bring about simplifications which are of the greatest interest to its members. Through the Journal of Home Economics, the Association will seek from its readers information as to items which cause them the greatest inconvenience, by reason of their overdiversification and lack of interchangeability. A special committee of five members will develop a program as relates to the home.

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Shovel manufacturers, representative distributors and users will meet next week in Atlantic City to consider a proposed simplification from 223 sizes to 127 and the elimination of one of four grades now made in shovels, spades and scoops. They will also consider the possibility of dropping one or more of the four finishes now used.

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After working for a number of months, the Agricultural Insecticide and Fungicide Manufacturers Association simplification committee has asked the Division to call a conference of distributors and consumers to act on proposals that 39 package sizes be reduced to 18 for Arsenate of Lead, Calcium Arsenate, Paris Green and Bordeaux Mixture. The Committee estimates that the 18 packages proposed will account for 87% of the shipments.

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During the past few weeks the newspapers have carried stories about James Garfield Brown, Oneida Indian, champion bricklayer, who, after laying 36,000 paving bricks in 8 hours, won a contest from Frank Hoffman of Eldorado, Kans., on September 14, by laying 46,644 paving bricks in 406 minutes to Hoffman's 44,889. What the newspapers missed, we are informed by E.E. Duff, secretary of the National Paving Brick Manufacturers Association, Cleveland, O., was that the brick laid by these two contestants was of the recognized 3x4x8-1/2 inch plain wire-cut type, one of the four "recognized sizes" which now supplant the 66 in use three years ago.

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Manufacturers of carbon commutator brushes met on September 30 in the offices of the Associated Manufacturers of Electrical Supplies, New York, and took the initial steps toward reducing the hundreds of existing variations in size.

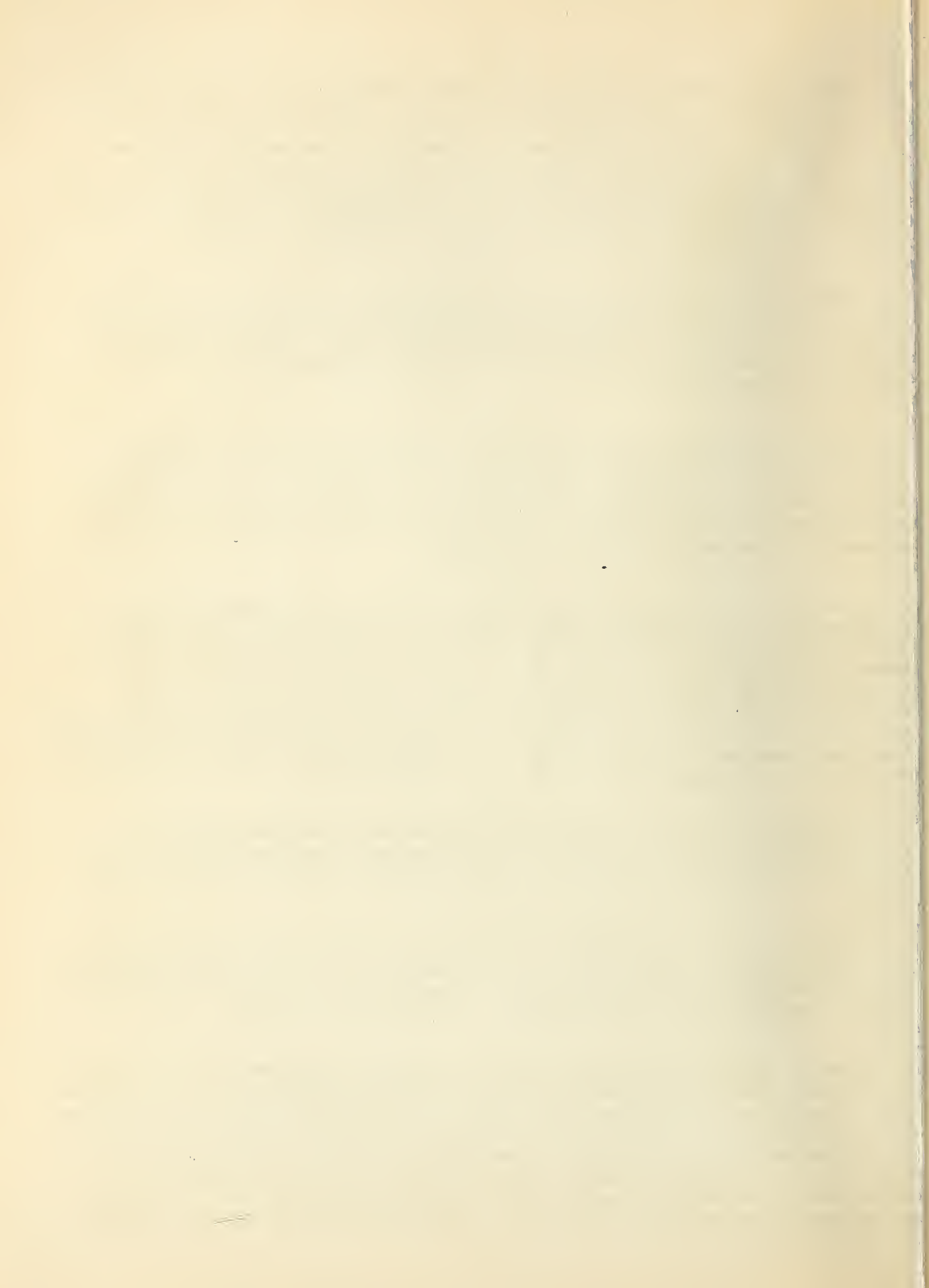
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The Division was represented by an exhibit at the Chemical exposition in New York, September 28-October 3. Notable among the incidents of the exposition was the knowledge displayed by visitors to the Division's booth of simplified practice and what it is. The principle is winning on its merits!

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John H. Kirby of the Central Committee on Lumber Standards at the request of Secretary Hoover, has agreed to become chairman of that body. John W. Elodgett, who has served as chairman for three years, has resigned because of the pressure of personal business. The work of the Central Committee is going forward for the further extension of American Lumber Standards. The Division has also been informed of an intensive campaign among retailers for the endorsement of the principle of grade-marking lumber, which has already been put into use by one of the great manufacturing associations. Other Associations are now arranging to "follow suit."

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Through the cooperation of the Bureau of Standards and the Bureau of foreign and Domestic Commerce, there has been issued a National Directory of Commodity Specifications, containing the best knowledge available as to specifications for 6,650 commodities. It also tells not only what specifications are in general use, but by whom they were prepared and where copies can be obtained. Twenty-seven thousand specifications used by the Federal Specifications Board and other Federal Department, state and city purchasing agencies, public utilities and technical and trade organizations, are included. The price is \$1.25 and the directory may be obtained from the Superintendent of Documents, Government Printing Office, Washington.

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The California Manufacturers Association has appointed a general advisory committee of 17 leading business men to assist the Department of Commerce in its Waste Elimination program. These include purchasing agents, manufacturers, distributors and others. The Committee is pressing a campaign among its members to adopt Simplified Practice Recommendations already in effect and to cooperate in other phases of the simplification movement.

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Producers, distributors and users of grinding wheels meeting on September 23, voted to eliminate 459,000 sizes and styles from stock sizes. Steps were also initiated for development of standards in the size of arbor holes and other matters. Estimated savings are in millions annually.

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Lawrence A. Adams, in a recent issue of a bulletin issued by the Kardex Institute, devotes an entire issue to Simplified Practice and its benefits to the business and industrial world. Business educational agencies in many fields are extending real cooperation to the program.

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The paper trade, including manufacturers, distributors, purchasers and others, adopted a simplification which recognizes but two basic sizes of sheets, establishes basic weights and counts per package, and LABELS each container to indicate that it is in accord with the Simplified Practice Recommendation.

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The tack industry, meeting last week, adopted reductions from 485 to 185 sizes of tacks and small nails, and reduced the packing units from 423 to 127. The hardware retailers and jobbers hailed this with great enthusiasm, envisioning further cuts in their stock investment.

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Simplification in a new aeroplane, by which all control surfaces are interchangeable, and by which one spare part replaces seven formerly used, is noted by the "American Machinist" as a step which reduces cost of manufacture and does not sacrifice efficiency. In so young an industry, this action is particularly significant as pointing the way for some of the older ones.

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The Electric Power Club and the Associated Industries of Massachusetts are two of the latest of the big manufacturing groups to show marked interest in the possibilities of simplification. Speakers from the Division are to address both groups late this month.

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